

To whom it may concern:

I am a Xango distributor. While I have not really done much selling of the product, mostly just personal use, I plan on selling it once I see a difference for myself. We sell the product and see if people want to become distributors themselves. The product is a juice by the bottle. If I understand this new ruling, for me to sell a bottle/case, I will have to give the person seven days to think about it, give references of other distributors and for people to become distributors I would have to give an earnings statement of other Xango distributors.

Many times independent distributors would sell a bottle while traveling, maybe at a fair or flea market, or other such areas. I would give them my card to contact me with any questions or the possibility of wanting more product or becoming a distributor themselves. Waiting seven days would make me not be able to sell the product without shipping charges to the person thus increasing the cost of trying the product. I think this would not only cause more paperwork but decrease the amount of people that want to try the product due to the extra cost of shipping. I can understand that a law might be passed that would give the person the choice of waiting seven days if they so desire but not a rule that makes the seven day waiting period on every sale. I can also see a law passed for high dollar items where fraud might be more relevant.

As for giving references, Xango could supply this information but this would violate confidentiality. I would not want my name given without my permission to anybody especially with all the identity thief today. This would also cause more paperwork increasing cost. Also, if a distributor is traveling and selling, they would not readily have information and would have to wait days for this information and by then they could be elsewhere.

Regarding the earnings statement, when you are an distributor of a product from a legitimate company, earnings are based on how hard you work so each individual would be different and it is not anybody's business how much another person earns – again giving this personal information can be used by thefts of identity.

On the overall, requiring personal information given to strangers is not a good idea. The additional paperwork and waiting period hurts the small business person trying to start a business. In this country with so many jobs going overseas, people have to find a way to make a living, do you have to make it more difficult for the everyday honest, hard working person. I see nothing wrong with rules to stop fraud but I don't really see how this will stop fraud. If a person is dishonest, they will find a way to continue to be dishonest and they can wait as long as they have to and give references of other people that are doing the same thing they are. I think you need to look at a dollar value as people who commit fraud are usually selling things of higher values or preying on the elderly and trying to get their money – these are the things you need to regulate. You also need to regulate companies that say a product does things it doesn't or has ingredients that are so minimal they might as well not be in the product like vitamins that are sold are not equivalent or weight loss products that do nothing – this is fraud and

many companies sell this stuff and many companies advertise on televisions and people send their money and the stuff doesn't work – this is the kind of stuff you should be looking into. Adding paperwork to the small business person is not the way to go – it only puts them out of business.

Thank you.